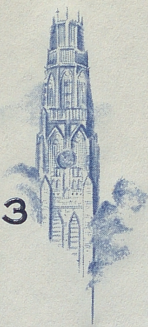


WYBC-FM 94.3
WYBC WYBC-A



YALE BROADCASTING COMPANY, INC.

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General Proposal:

That the office expenses be cut as indicated. Further, it is suggested that the next year be taken as a trial. In order to make this as effective as possible, with the stations as fully informed as possible, it is suggested that the Yale Director be elected President of the Net. He would then be responsible to the other stations to see that the several reforms are carried out.

It is suggested that Vance and CRC be given another period of trial during this time and that they be given a commission as before, but of 10% instead of 5% and an indication of the faith of the Directors in his work, and an indication that if all goes well, the Network will carefully consider joining with CRC provided an equitable arrangement can be worked out.

During this period, as much information as possible about Vance and his contacts should be gathered.

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The personality problems seem to boil down to this: Tom Lee is dominating the office, and has a "yes" man in Bill Barschow. The two work well together. Tom has too much power by having full control over the checks.

Larry Viet was offered a "deal" by which he and one other man would operate a facade office without the stations' knowledge with CRC and Vance doing the selling for a straight commission. This would involve less money for him than keeping the office on its present status. Viet needed money, and didn't want to lose any. He is righteous, but not unmotivated.

Walt Frank is unstable and not a diplomat nor a salesman. He objected fairly to Lee's domination. Lee and Barschow were over dramatic about Frank's dangerousness. Joking warnings were taken literally, although there may have been room for some concern.

Sam Rogers has been unimportant. Follows Lee, but does little.

Applebaum is an unknown factor. Probably close to Estes Kefauver; honest, unrealistic, good.

Lee, in his control position has been acting very freely, and has gone beyond his position as Agent for the stations.

YALE BROADCASTING COMPANY, INC.

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The Network would execute a contract for representation of the Network as a group with CRC, not a series of individual station contracts. This would retain the advantages of IVY as a prestige group. An "extra" clause such as the individual stations now hold with Ivy may be possible which would mean that the Network could sell contracts that CRC is not able to sell.

Charles D. Ellis

Charles D. Ellis

YALE BROADCASTING COMPANY, INC.

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